

Monthly Sales Performance Summary

Summary Print Report Daily Worksheet

September-09

Salespersons Name	Sales Opportunities				Negotiations Activity		Closing Activity & Contracts						Voided Contracts or Cancellations		
	Calls	E-mails	Walk-In's	Total Sales Leads	Price Quote	% Lead Opportunities	# Contracts Presented	Total \$ Value of Prices Quoted	% Contracts Still in Negotiation	# Contracts Signed	Total \$ Value of Retail Contracts	% of Presented Contracts Signed	# of Presented Contracts Voided	Total \$ Value of Voided Contract	% of Presented Contracts Voided
~ Tom Smith-1	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-2	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-3	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-4	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-5	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-6	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-7	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-8	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-9	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-10	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-11	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-12	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-13	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-14	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
~ Tom Smith-15	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
Total Month-to-Date	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
Total Percentage Activity	0.00%	0.00%	0.00%			Average	\$ -			Average	\$ -			Average	\$ -

Monthly Potential ~ Benchmark Summary

Open Contracts Still in Negotiation

Prior Month-End Total Contracts in Negotiation Open	0
Remaining Month-to-Date Contracts in Negotiation	0
Total Open Contracts in Negotiation	0

Open Contracts \$ Sales Potential

Prior Month-End Total Dollar Sales Potential	\$ -
Remaining Month-to-Date Contracts in Negotiation	\$ -
Total Month-End Dollar Sales Potential	\$ -

Sales Performance Benchmarks, Month-to-Date

Current # of Working Days or Hours	0.00
Average # Leads per Day or Hour	0.00
Average Signed Contact \$'s per Day or Hour	\$ -



Monthly Sales Potential Benchmark Summary

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Open Contracts Still in Negotiation

Open Contracts \$ Sales Potential

Sales Performance Benchmarks, Month-to-Date

Performance Report Totals

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-1

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-2

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-3

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-4

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-5

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-6

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-7

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Monthly Sales Potential Benchmark Summary

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Tom Smith-8

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-9

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-10

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-11

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-12

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-13

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-14

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Tom Smith-15

Prior Month-End Total Contracts in Negotiation Open	0	Prior Month-End Total Dollar Sales Potential	\$ -	Current # of Working Days or Hours	0.00
Remaining Month-to-Date Contracts in Negotiation	0	Remaining Month-to-Date Contracts in Negotiation	\$ -	Average # Leads per Day or Hour	0.00
Total Open Contracts in Negotiation	0	Total Month-End Dollar Sales Potential	\$ -	Average Signed Contact \$'s per Day or Hour	\$ -

Activity Date	Sales Opportunities				Negotiations Activity		Closing Activity & Contracts						Voided Contracts or Cancellations		
	Calls	E-mails	Walk-In's	Total Sales Leads	Price Quote	% Lead Opportunities	# Contracts Presented	Total \$ Value of Prices Quoted	% Contracts Still in Negotiation	# Contracts Signed	Total \$ Value of Retail Contracts	% of Presented Contracts Signed	# of Presented Contracts Voided	Total \$ Value of Voided Contract	% of Presented Contracts Voided
1-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
2-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
3-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
4-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
5-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
6-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
7-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
8-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
9-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
10-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
11-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
12-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
13-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
14-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
15-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
16-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
17-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
18-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
19-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
20-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
21-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
22-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
23-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
24-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
25-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
26-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
27-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
28-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
29-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
30-Sep	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
Totals	0	0	0	0	0	0.00%	0	\$ -	0.00%	0	\$ -	0.00%	0	\$ -	0.00%
	0.00%	0.00%	0.00%				Average	\$ -		Average	\$ -		Average	\$ -	

Open Contracts Still in Negotiation

Prior Month-End Total Contracts in Negotiation Open	0
Remaining Month-to-Date Contracts in Negotiation	0
Total Open Contracts in Negotiation	0

Open Contracts \$ Sales Potential

Prior Month-End Total Dollar Sales Potential	\$ -
Remaining Month-to-Date Contracts in Negotiation	\$ -
Total Month-End Dollar Sales Potential	\$ -

Sales Performance Benchmarks, Month-to-Date

Current # of Working Days or Hours	0.00
Average # Leads per Day or Hour	0.00
Average Signed Contact \$'s per Day or Hour	\$ -

